

Fort Detrick

Business Development Office (BDO)

Opening Soon!



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Presentation Outline

- *Welcome*
- *Purpose*
- *Business Development Office Facility*
- *Business Development Office Functions*
- *Funding*

BDO - Purpose



- ▼ *Physical One-Stop Shop to complement websites and phone lists*
- ▼ *Single point of contact between Fort Detrick, Industry, Academia, Frederick City/County, and Maryland State*
- ▼ *Government/Industry matchmaker*
- ▼ *Sources for Medical Research Grants*

Business Development Office Facility

- ✿ *Located off Fort Detrick*
- ✿ *201 Thomas Johnson Drive*
- ✿ *Open Monday through Friday*
- ✿ *8 hours per day*



BDO Functions



- ✚ *Improve Small Business Goal Metrics*
- ✚ *Provide Government and Industry Training*
- ✚ *Update Advanced Acquisition Forecasts*
- ✚ *Assist with Market Research*
- ✚ *Improve Proposal Quality*
- ✚ *Industry/Government Matchmaker*
- ✚ *Technology Transfer Initiative*

Help meet Small Business Goals

- ❖ *Provide an Outreach to SDVOSB and HubZone Small Businesses*
- ❖ *Develop Vendor Database to provide sorts by products/services and business type*
- ❖ *Assist Small Businesses in registering into the Central Contractor Registry (CCR) and the On-line Reqs and Certs Application (ORCA)*
- ❖ *Train Small Businesses in proposal writing*

Training

- ▼ *BDO will development at least five training modules per year – such as:*
 - ▼ *“How to” topics: Industry*
 - ▼ *How to write grant proposals*
 - ▼ *How to get security clearances*
 - ▼ *How to do business with the Government*
 - ▼ *“How to” topics: Government*
 - ▼ *How to write PBSA Statements*
 - ▼ *How to conduct Market Research*

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Advanced Acquisition Forecast (AAF)

- ⊕ *Enhance current Advanced Acquisition Forecast*
 - ⊞ *Updated Quarterly*
 - ⊞ *Post AAF to both FDCC and BDO website*
 - *www.detrick.army.mil - FDCC*
 - *BDO Website to be developed under FDBDO.com*

Market Research

- ✚ *Develop Vendor Database that can be sorted by product/service codes and business type*
- ✚ *Develop Market Research training modules*
- ✚ *Coordinate Industry and Government meetings*
- ✚ *Provide Source Data to Government Activities*

Improve Proposal Quality

✚ Provide “How To” Training in:

▣ Writing Proposals

- *Advanced Requirements Research*
- *Importance of Understanding Government Requirements*
- *Proposal Organization and Approach*
- *Understanding the relationship between SOW, Proposal Instructions and Evaluation Criteria*
- *Providing Value*

Industry/Government Matchmaker

- ❖ *Develop Government Organizational POC Matrix for Technology Research*
- ❖ *Respond to Industry Inquiries*
- ❖ *Coordinate meetings between Industry and designated Government POCs*
- ❖ *Provide external source of information for Government Activities (literature and POC list)*

Technology Transfer Initiative

- ❖ *Publication of technology needs*
 - ❑ *Technology Showcases*
 - ❑ *Directed Outreach initiatives*
- ❖ *Award up to \$50,000 grants to companies demonstrating their ability to meet needs for medical technology*
- ❖ *Create mechanism for effective transition of successful projects to funding programs*

FDBDO Funding



- ✿ *Technology Transfer Initiative – FY05
Defense Appropriation (\$1M)*
 - ▣ *Facility and Management*
 - ▣ *Source of \$50K Grants*
- ✿ *Partial & Initial “start up” Funding for BDO*



Questions/Discussion



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